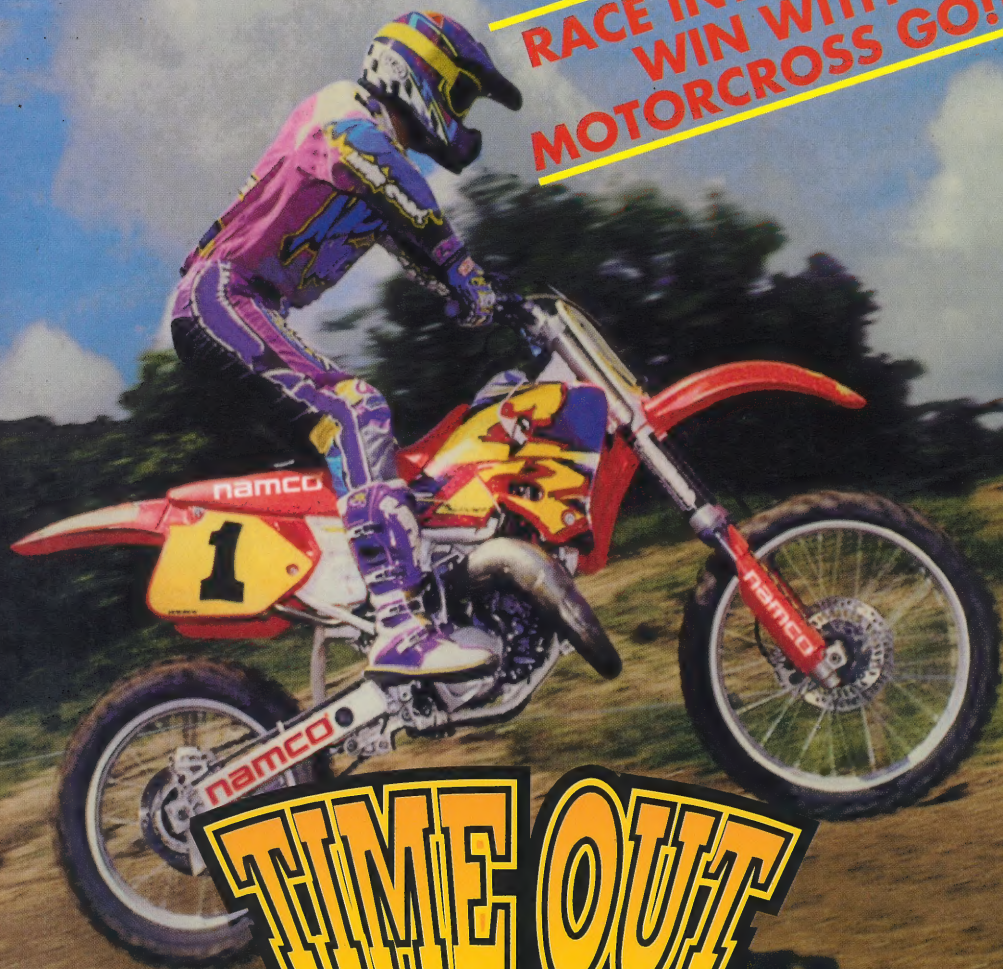


This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

MOTOCROSS GO!

RACE INTO '98 AND
WIN WITH
MOTORCROSS GO!!!



TIME OUT



Coin Cascade Ltd
5 Victoria Place
Christchurch
Ph 338 1411
Fax 338 1410

FEBRUARY 1998

namco
The Game Creator

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This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

MOTOCROSS GO! provides the player with all the excitement of motocross racing without eating dirt! Bike-to-bike bumping and collisions add to the competitiveness of the game. Spectacular jumps mimics those of real riders! Cornering techniques must be mastered to win the race. **MOTOCROSS GO!** is a grueling 24 hour race where an emphasis on skill, technique and strategy separate the winners from the losers!

Three courses to choose from!
Novice, Intermediate and Advanced

BOTH VERSIONS FEATURE:

- Linkable to four units!
- Left/Right leaning and handlebar feedback steering!
- "Twist" throttle and "squeeze" type brake controls.
- Adjustable viewpoint button: First or third-person.

DELUXE VERSION FEATURES:

- Separate audio channel with a gas mounted speaker for realistic engine sound.
- Pneumatic bike frame feedback.

The popular theme and challenging game play make **MOTOCROSS GO!** a winner as a single player or linked game.

AVAILABLE IN TWO CONFIGURATIONS:
Standard, with a 27" monitor
Deluxe, with a 50" monitor



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CALL TOLL FREE 0800 TIMEOUT (846 3688)

AUCKLAND/NORTHLAND

Bevan Fisher
Ph 09 525-8135
Mobile 021 622-319
Fax 09 525-6410

CENTRAL

Robert Briggs
Ph 07 346-3783
Mobile 025 946-724
Fax 07 346-3784

LOWER N/I

Mike Cook
Ph 04 384 6753
Mobile 021 500-065
Fax 04 384 6754

SOUTH ISLAND

Garth Ennor
Ph 03 338-1411
Mobile 025 221-8694
Fax 03 338-3141

WELCOME TO 1998

1998

WHAT

CAN

WE

EXPECT?

The year has started as it finished around the country with most areas experiencing the hot dry weather that really does not suit our business.

Takes are down and seem to be continuing to fall except in the good locations. Good locations are still increasing their income and this is great as it at least provides positive proof that the product is still in demand as long as it is well located.

Good new machines such as Rapid River Rafting, Off Road, Top Skater as well as good conversion pieces; Tekken 3, Neo Geo and the Capcom series are taking money but earnings from the middle range units has fallen off dramatically.

Customers are targeting good units and really not bothering with the rest.

Street sites and hotels are also feeling this with the number of licensed premises continuing to increase. Bars are down on average 30% in most areas from last year and the

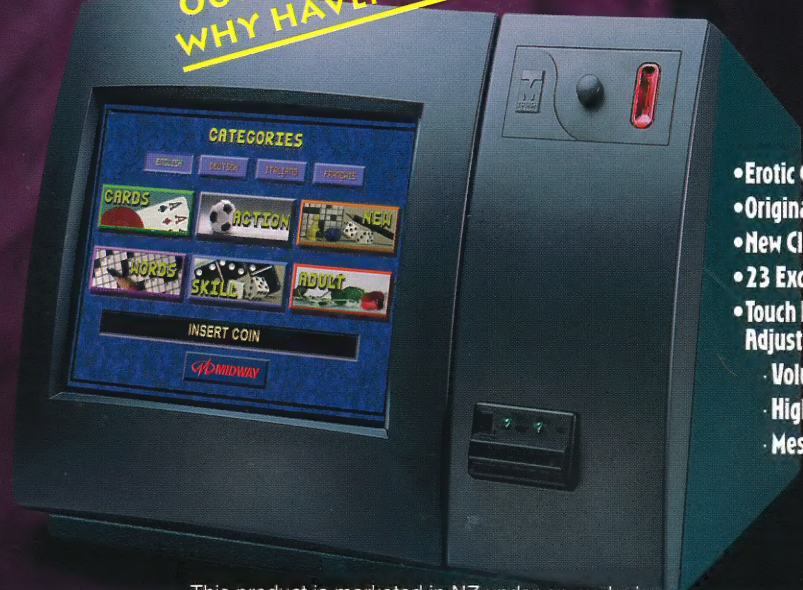


"Midway really **delivers** on their promise. Every upgrade so far has **increased** the **earnings** from my machine. I say, keep them coming!"

—Barry Selitzky
TouchMaster Owner



**THE NEW UPGRADE IS
INCREASING REVENUE BEYOND
OUT GREATEST EXPECTATIONS!
WHY HAVEN'T YOU UPGRADED?**



- Erotic Games
- Original Midway Titles
- New Classic Favorites
- 23 Exciting Games
- Touch Key™ Location Adjustable Software
- Volume Control
- High Score Screen
- Message Screen

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**SEE MORE ABOUT
THIS EXCITING
GAME ON PAGE 22**

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CAPCOM

Q

lose their equity or go broke. Operators in this instance are their own worst enemy.

Malcolm Steinberg in Leisure Line last month spoke of the need for operators to concentrate on the three "C's".

- Commission
- Contracts
- Cost per play

Operators who do not address these three issues this year will not be around in this business next year. There is no product currently in the market that allows any of us the luxury of earnings that are so high we can afford to be lax in any of these areas.

My message for those that want to survive this year:

LOWER Commissions - 25% maximum

ENFORCEABLE Site Contracts

MAXIMIZE Cost Per Play. Even if this means

adjusting the price after the first month and for each new site.

Those of you who ignore this will not be reading this article next year...

Gary Walker

decrease in foot traffic has reduced our income as well.

Many of the new more expensive pieces will not provide the operator with a market return on these locations are 20% commission and with many operators still paying over 40% it is clear that they will either

TIME OUT



FLAWED \$2 COINS TO GO...



Faulty \$2 coins being rejected by some coin-operated machines will be removed from circulation and gradually replaced, the Reserve Bank says.

Tests had shown the problem appear to be caused by variations in the width and depth of the groove around the edge of the coins, the bank's currency department chief manager Brian Lang said yesterday.

The groove was designed mainly to help visually impaired people determine the denomination of coins by touch.

The precise measurement of the groove was not included in the specifications given to the

South African mint that made the coins, as minor variations were thought to be unimportant, Mr Lang said.

However, many coin-operated machines - especially gaming and vending machines - were set to tight tolerances to deter the use of counterfeit or foreign coins.

Negotiations were under way with the mint over who would meet the cost of replacing the coins. The bank was confident the majority of the estimated \$60,000 cost, including freight charges, would be met by the mint, Mr Lang said.

People should not use the \$2 coins bearing the year 1997 in gaming and vending machines.

Courtesy NZPA

NEWS FROM WELLINGTON...



NZ's first Time Zone is all set to open mid February underneath the Hoyts 5 Cinema in Manners Mall with

the main doors leading directly from the cinema entrance. Parlante are doing the fit out and it promises to be a great centre.

CENTRAL NORTH ISLAND...

The traditional Christmas break has seen excellent income levels for most operators. Holiday destinations have been extremely busy with the excellent weather conditions.

The release of the South African \$2

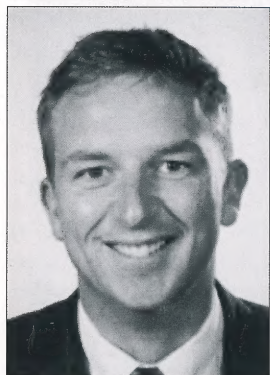
coins that recently came into circulation have not caused major problems within the central North Island, but have certainly created many comments from operators worried what effect this could have on their businesses.

TIME OUT



WELLINGTON NEWS...

We have located a premises and should move in within the next month. Here are the contact details of Mike at the new premises.



MIKE COOK
Area Sales /Operations
Manager

COIN CASCADE LTD
WELLINGTON
271 WILLIS STREET
PO BOX 11625
WELLINGTON
PH 04 384 6753
FAX 04 384 6754

ROTORUA...

With the high temperatures comes another problem of pinball machines being placed within shop front windows. Local operators of The Pinball Co have

been finding that the playfields have been so hot, they are melting the plastic ramps causing sticking balls.



HAMILTON...

Pool table salesman, Gavin Davies from Hamilton had a lucky escape recently while diving off a cliff. He hit a rock at the bottom

and received stitches, loss of skin and a broken nose. He is a very lucky guy!

SUPATEK WELLINGTON - STAFF CHANGES...

GOING Rick our Supertek assistant manager leaves for a science PhD in Dunedin.

COMING Hoami is the latest addition to the Wellington staff (he joined December 1997) and joins Neil at SupaTek

Wellington.

His favourite game is San Francisco Rush and he has the fastest times in the beginners and advanced categories (still #5 in the extreme division!!). The worst? Judge Dredd Pinball.

AUCKLAND...

The TimeOut post - Christmas function was held this year on Waiheke Island. Those that attended were given a tour of the harbour courtesy of Maarten Boogert of Auckland Coin

Machines and his 36ft Riviera. Whilst conditions were heavy and blustery most made the trip without incident. An enjoyable time was had by all who attended.

GREAT LAKE CYCLE CHALLENGE '97...

The 29th of November 1997 saw 4,400 cyclists compete in the 21st annual Great Lake Cycle Challenge around Lake Taupo. As always, the weather gave a full repertoire around the lake - rain, wind, hail and finally sunshine.

Riders entered in one of three categories: relay (generally teams of 4 where each member cycles 40km), solo (160km), enduro (320km) and Super Crazies (400km) where a complete circuit of the course is 160km.

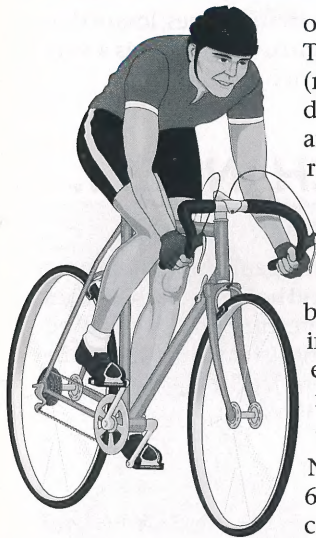
Over 500 relay teams took part, 29 Enduro Riders, 6 Super Crazies and 2650 Solo riders. Cyclists from all over New Zealand attended accompanied by cyclists from New Caledonia, Holland, England and Australia.

For 21 years the hallmark of the annual 160km cycle ride around Lake Taupo has been fun. Whilst the organisers are keen to accommodate change and the needs of a variety of riders, the focus of the event will remain on it being a personal challenge





GREAT LAKE CYCLE CHALLENGE '97...



or just a fun family day out. There were numerous families (mothers and sons, fathers and daughters, brothers and uncles and every other permutation) riding together - either as solo riders or part of a relay team. The age of the challenge cycles appears to get younger each year - some bikes looked bigger than their riders, and it's inspiring to see people from both ends of the age spectrum giving it a go.

The statistics reveal that 55 Novices under the age of 15 and 65 Veteran 4 over the age of 60, competed.

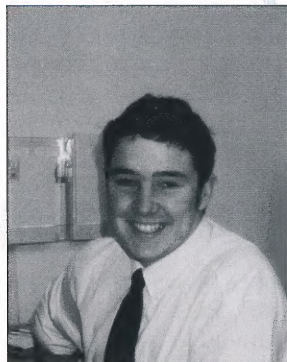
During the event tales of courage and ingenuity emerge, such as the young rider who rode the

last 10km with his derailleur tied together with a shoelace - kiwi creativity and ingenuity at work again.

At the finish line it is hard not to be moved by the breadth of emotion when cyclists cross that final line. Tears of joy and achievement, disappointment, grazes, cheers, hugs with friends, shock at being interviewed by a celebrity, and a few, seized - up and unable to peddle one step further - carried off their bikes.

Lance Walker of Lamps Exclusively and Bevan Fisher of Coin Cascade were 2 of the competitors who finished the solo 160km ride for their first times. Finishing times were 7:26 and 7:32 respectively.

EDITOR OF TIMEOUT MAG RESIGNS...



As of this month I (Scott Reynolds) have decided to go back and finish my education at Christchurch Polytech. Throughout the past 15 months I have learnt so much. The skills that I have gained are and will be invaluable to my career path.

For those of you that I have

dealt have a great year and don't be surprised if you hear of me elsewhere.

Thanks for a great time and have a Super Summer.



HEAD OFFICE



LAI OPENS NEW INTERNATIONAL HEAD OFFICE, MANUFACTURING, WAREHOUSE AND R&D FACILITY

Perth based Australasian Company, Leisure & Allied Industries recently held and official opening for their new 200,000 sq.ft., Head Office, Manufacturing, Warehousing and Research & Development facility which is based on 550,000 sq.ft., of land in the Perth suburb of Welshpool.

The new facility is conveniently located halfway between Perth International Airport and the downtown city area.

The premises were officially opened by the Deputy Head of State in Western

Australia, the Honourable Hedy Cowan MLA. In his address to more than 300 invited guests, Mr Cowan praised LAI for its state of the art facility and its achievements in the Australasian region.

Leisure & Allied Industries now operate in 6 countries including Australia, New Zealand, Indonesia, Singapore, Philippines and India. Current year annual sales are expected to exceed \$180 million and the group employs more than 1,600 people.

Mr Malcolm Steinberg, Chairman and Chief Executive Officer of the LAI Group said "these facilities

are state of the art and world class. The manufacturing facility contains the latest in production line technology and our R&D section is one of the finest in the industry."

"Overall the facilities are world class which will make LAI competitive, particularly in the Australasian region" explained Mr Steinberg.

Leisure & Allied Industries operates more than 100 Timezone centres in Australia, New Zealand, Indonesia, Singapore and the Philippines as well as its own sales and distribution offices in the Australasian region.

RAPID RIVER

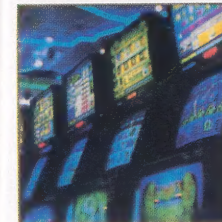
If you are with me,
I can tide over any rapid stream!

**ORDER HAS ARRIVED
CALL NOW FOR IMMEDIATE
DELIVERY**

12

INTERNATIONAL *news*

INTRODUCING AUSTRALIA'S NEW STAR...



When Sydney's Star City Casino came to life at the end of November, the opening night party alone cost \$US17 million. Then again, if you invite 3,000 VIP's and 30,000 outdoor groovers to come and jig to Natalie Cole, Tom Jones and Diana Ross, you can't expect to walk away with much loose change. The casino itself, the first legal permanent one in Sydney and Australia's 14th, cost owners Sydney Harbour Casino Holdings a phenomenal \$US876 million to open. It employs 5,000 staff

and facilities include a 352 room five star hotel, 139 apartments, a 2,000 seat theatre, a 900 seat cabaret lounge, seven restaurants, five cafes, a nightclub, 28 stores, a food hall, health and beauty centre and, if you're in need of a drink, a mere 13 bars. Around 200,000 visitors are expected each week and, with one eye on Asia, the whole complex has been designed around the principles of Feng Shui, which decrees that luck depends upon a building's layout!



SHEA DIES...



The international coin machine industry has been shocked to learn of the early death of W.K. Shea, a director of Bondeal Ltd., in Hong Kong.

"W.K.", as he was generally known, had for several years been the "right hand man" of Freddie Milner at the Hong Kong based

machine distribution company. He travelled the Asian market very extensively, attending all the major trade shows and was very well known. Mr Shea was rushed to hospital on November 25 after becoming ill and did not recover. He was only 44, married to Helen, who is currently expecting a baby.



INTERNATIONAL *news*

DUBAI 90% FULL...

The Dubai amusement show is 90 percent full, organiser Prakash Vivekanand told InterGame. The show, which forms part of the Middle East International Leisure Expo and which is this year named the Theme Parks and Fun Centres Show, will be held at the Dubai World Trade Centre from March 3-5.

It has the support of the American Amusement Machine Association (AAMA) and also the World Waterpark Association and is approximately a 50-50 split between coin-operated amusements and park suppliers.

This year the organiser, International Expo Consults,

has forged an alliance with the 4As, the Association of Arabian Amusement and Attractions which is now embarked on a fresh membership drive to sign up parks and FECs throughout the region. This, said Mr Vivekanand, would ensure an increased attendance of between 35 and 40 percent. The amusement section of the show would be more effectively separated from the other leisure supplies and already signed up for taking part in the show are companies such as Namco, Sega, Konami, Williams, Falgas, Lazer-Tron, ICE and Crompton along with many parks and rides suppliers.

MIDWAY INTRODUCES MK4 KITS...

Midway Games has announced the availability of Mortal Kombat 4 (MK4) kits. The kits were released in anticipation of increased player demand following the release of Mortal Kombat Annihilation, the movie, on November 21.

According to Director of Sales, Rachel Davies, "We expect the movie to have a significant impact on earnings. Revision 2 has already increased collections and we've introduced the kits to include as many operators as possible."

ARCADE LIMITS...

Video game centres in the Philippines have been urged to impose their own voluntary age limits in their premises. Senator Gloria Arroyo made the plea as she issued warnings that video games have a catatonic effect on children. She said that recent studies indicated that an

overexposure to computer games deteriorates children's ability to socialise.

"Access to video games, particularly in public places like arcades, should be limited to young adults whose brain functions are already well developed," she

TIME OUT

INTERNATIONAL *news*

ARCADE LIMITS CONT...

said. She also pointed out that children as young as six years already frequented arcades featuring "mindless games that lack explicit instructions."

She said: "We run the risk of producing catatonic individuals ill-equipped in relating with

society, much less in contributing to society's benefit." She said that there was also an opportunity for arcades to contribute to child development by turning arcades into education centres.

FILIPINO ARCADES...

Justice is swift and harsh in Filipino arcades. Two kids caught by a security guard feeding "foreign" tokens into amusement machines were fired upon by

the guard after a dispute. One of the boys, aged 14 subsequently died. The centre was a Worlds of Fun Arcade in Manila.



SNK'S ROADS EDGE...

An eight-way link-up for SNK's latest driving game Road's Edge, is on the cards for early 1998. This adds to the two and four link-up

currently available for the game, originally launched as Round Trip RV.

LONDON'S SEGAWORLD...

According to a survey from London's Segaworld, almost one in 10 City traders and dealers would opt for a night out playing video games with their mates over other leisure activities. However, before anyone imagines a new dawn for the video game, closer inspection of Segaworld's statistics reveals only just over 200 people filled in the questionnaire!



FLAT EARTH'S MONSTER...



Flat Earth productions, Hollywood has teamed up with SNK of Tokyo in the production of Virtual Monsters, an attraction which debuted recently in Japan and is to be offered globally.

Virtual Monsters features a 90-second 3D walk-through experience which has been written, created and produce by Flat Earth, in

which visitors trek through a haunted house in 3D glasses and armed with mock weapons with which to interact with the on-screen characters.

It marks a new direction for digital effects specialists Flat Earth, which is currently undertaking the effects work on a number of US television productions.

INCOME DOWN IN AUSTRALIA...

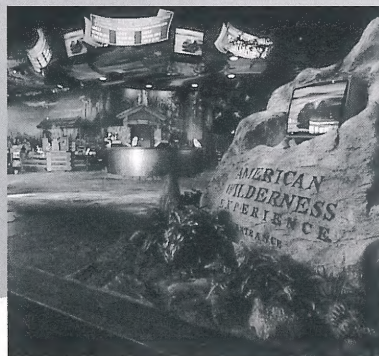
Income in Australian coin machine locations is said to be down between 10 and 30 percent currently. The sticker machine market is reckoned to be on the downward slide as the machines

are not taking the kind of money originally expected. High prices of games is also said to be a problem in the country, where the parallel business has been stopped.

TECHNIFEX ADDS SPECIAL EFFECTS...

Technifex adds special effects to American Wilderness Experience at Ontario Mills Mall, Valencia, California (November 18, 1997). Visitors entering the Redwood Forest exhibit in the American Wilderness Experience at Ontario Mills, California are welcomed by a very special tour guide ... the spirit of an old prospector. The ghostly apparition was created by Technifex, Inc a special effects company based in Valencia, California known for creating one-of-a-kind illusions for themed attractions worldwide. American Wilderness Experience is a location-based attraction developed by Ogden Entertainment Inc. It is an

immersive nature attraction that allows visitors to walk through California's five natural biomes, including the sounds, sights, scents and climate of the High Sierras, Mojave Desert, Yosemite Valley, Pacific Shores and Redwood



TECHNIFEX ADDS SPECIAL EFFECTS CONT...

Forest.

To emphasize the ecological message of American Wilderness Experience, Ogden asked Technifex to create the spirit of an old prospector. As the audience walks into the Redwood Forest exhibit, the 3' by 4' image appears in mid-air floating in the leafy treetops, high above the audience. He greets the guests and delivers a short presentation about the forest ... then disappears into thin air.

"The visitors are fascinated by the illusion," says Technifex project manager John Schedl. "The method used to create the illusion totally eliminates any visible mechanical or projection equipment. To the audience, the image seems to float in the air."

Ogden Entertainment, Inc. is a

division of Ogden Corporation (NYSE-OG) a global company focusing on entertainment, aviation and power generation and is traded on the New York Stock Exchange. Ogden Entertainment is one of the world's top providers of services to sports and entertainment venues.

Technifex is a design and production company that specialises in creating one-of-a-kind audience experiences incorporating water, fire, projection, video and mechanical effects. Technifex's client list includes museums, theme parks, world exhibitions, retail establishments, casinos and trade shows worldwide.

JAMMA & AMOA DATES OVERLAP...



In Japan, 1998 show dates for JAMMA are September 17-20 at the Tokyo Big Sight. In the United States, show dates for AMOA are September 17-19 in Nashville, Tenn. An explanation for the overlap of major trade events appeared recently in Japan's

Game Machine. Apparently, while show dates are scheduled years in advance in other parts of the world, in Japan the time frame is only one year ahead and the show sites "hold the initiative when negotiating the show dates."

CAPCOM TAPS PSX...

Capcom has tapped the Sony PSX platform for development of its latest arcade game, Rival Schools. It's a two-player fighting game squarely in Capcom's thematic tradition, featuring all new characters in a school playground

setting. Multiple storylines and endings are promised. The Sony hardware lets Capcom offer 3D graphics for brand new moves like the "3D chain combo" and the "burning vigor attack."

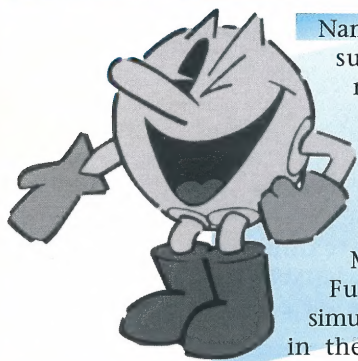
INTERNATIONAL *news*

SEGA TO INTRO LOW PRICES IN '98...

Sega GameWorks coin-op president Al Stone has told our colleagues at InterGame magazine that, along with its traditional high-end products, the factory will also bring out "lower end" games in 1998, aimed directly at the small operators and street

locations. The trade may see Sega producing games something like Namco's popular Tekken series, which offers an advanced hardware platform at relatively low expense.

NAMCO DISTRIBUTION MEETING...



Namco, following its very successful distributor meeting in the Cayman Islands last summer, is understood to be looking at the West Indies in May for its next event. Meanwhile, the Final Furlong horse racing simulator which it launched in the Cayman Islands, is

doing surprisingly well in Europe and in the US. The company was a little concerned that westerners might find it a little embarrassing to be seen bobbing up and down on a mini-horse, but reports from the US insist that it is running a close second to Sega's Lost World right now.

LAZER-TRON RELEASES NEW SOFTWARE...

Lazer-Tron, the Pleasanton, California, based redemption game manufacturer, recently announced the release of version 2.0 software for its Prize Zone multigame redemption unit. The software features five new games and the exciting new Prize Fulfillment System (PFS) that allows players to win prizes like sporting equipment, Sony Walkman's, TV's, VCR's, and

even vacation packages. Players simply save up their Prize Zone Prize Bucks, fill out an order form, and mail them to Lazer-Tron. The company ships the prize right to the customer. This allows street operators to offer great prize incentives just like a family entertainment centre without having to inventory the prizes.

ATEI LONDON SHOW: STOP PRESS! STOP PRESS!

IT WAS CONFIRMED THAT NAMCO RELEASED A NEW "TIME CRISIS 2" MACHINE, A NEW TWIN BIKE RACING GAME AND THAT SEGA PREVIEWED ITS LATEST DRIVER "RALLY 2" ON THEIR NEW HARDWARE SYSTEMS.



STAFF PICNIC



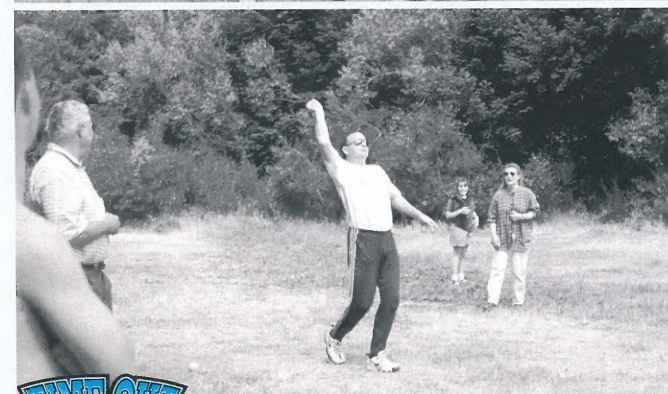
On the 7th of December, the Coin Cascade Social Club held its very first Christmas picnic. Held at the Glen Tunnel Camping Ground in a private spot surrounded by trees and a river close by, the day consisted of a BBQ lunch, sporting events, such as egg and gumboot throwing and three-legged races and all the good stuff like lollies and ice-creams.

Daniel Cooke (Manager of Northlands), being a close friend of Santa's managed to convince Santa to drop in and give out gifts to the children. He also managed a lolly scramble and to give out ice cream before being whisked away on the roof of the "TimeOut" van.



Other than that the children were entertained by a treasure hunt for five minutes in the morning (it took longer to organise) and spent the rest of the day playing with the cricket bat, climbing trees and paddling in the river. The adults filled their day in by soaking up the sun's rays, playing volleyball and finally finished the day off with a touch rugby game.

The Coin Cascade Social Club thanks all the staff and their families who were able to attend and support this enjoyable event, and hope next year will be bigger and better.



SNK



AMAZING DOUBLING MACHINE

For Real Photo Fun,
NEOPRINT is the answer!



Multiframe Function

Choose 1 of 12 types of basic frame styles.
And when you take your picture,
4 types of arranged frames are printed simultaneously!

NEOPRINT is easy to handle.

You don't need to be a technician to change ink sheets
and perform daily maintenance.

- ★ A built-in, high-speed printer dramatically reduces developing time.
- ★ A roll paper developing system that minimizes problems like paper jams!
- ★ An automatic photography function guarantees natural shots!
- ★ Full color, black and white or sepia (antique) prints!

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

⊛ Customized frame design available!

⊛ Customized cabinet coloring also!

⊛ The service will be optional and start shortly.

● Power supply: AC100/120V/50/60Hz

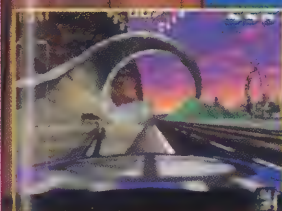
● Power consumption: 240W

● Gross weight: 134kg

● (Width) 680mm × (Depth) 1230mm × (Height) 1790mm

⊛ Some changes may be made for product improvement.

San Francisco RUSH THE ROCK ALCATRAZ EDITION



It's here! The exciting sequel to the most realistic and intense driving game ever.

- Four new tracks • Four new cars • New music
- Two dozen new shortcuts • Mirrored tracks

AVAILABLE IN TWO CONFIGURATIONS:

- A new two-piece single-seat driver.
- A conversion kit to upgrade existing Rush units.

**TAKE A TEST DRIVE NOW.
IT'S A BRAND NEW RUSH.**

**"ASK ABOUT OUR FINANCE OPTIONS"
CALL TOLL FREE 0800 TIMEOUT (846 3688)**

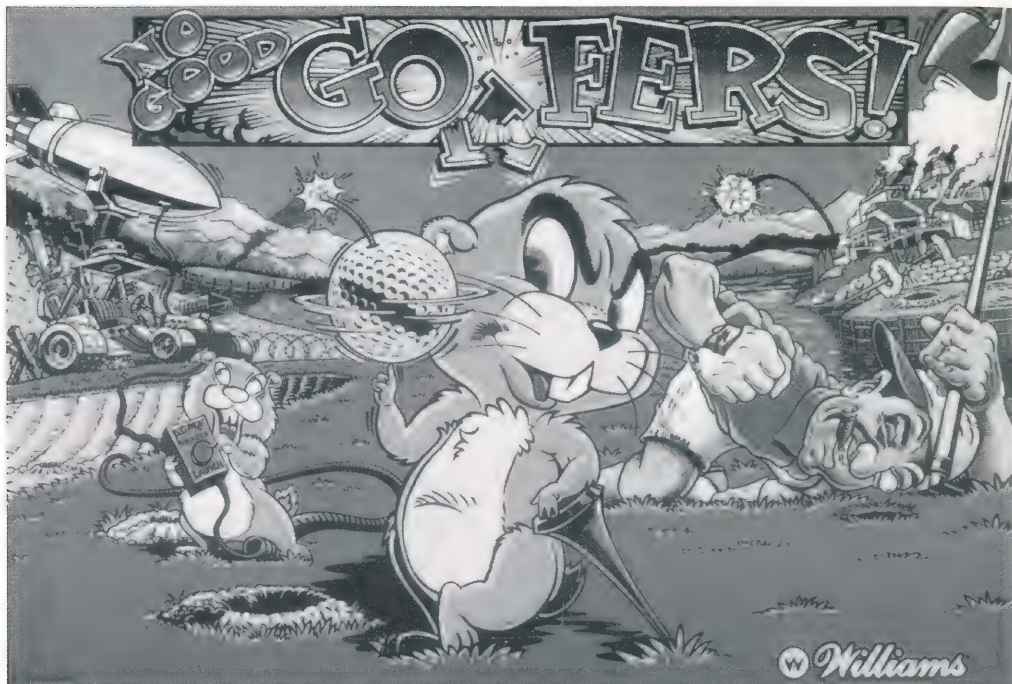
AUCKLAND/NORTHLAND
Bevan Fisher
Ph 09 525-8135
Mobile 021 622-319
Fax 09 525-6410

CENTRAL
Robert Briggs
Ph 07 346-3783
Mobile 025 946-724
Fax 07 346-3784

LOWER N/I
Mike Cook
Mobile 021 500-065

SOUTH ISLAND
Garth Ennor
Ph 03 338-1411
Mobile 025 221-8694
Fax 03 338-3141

GREAT PICS FOR '98



WILLIAMS

PINBALL

HITS

THE

LINKS!



December saw the official launch of the latest pinball adventure from Williams Electronic Games.

Buzz and Bud are two mischievous 'gophers' who tease and taunt players as they attempt to complete nine holes of golf in the hilarious No Good Gophers! For those who do not know, a gopher is a small, rodent-like creature, similar to a chipmunk. "No Good Gophers is a wild way to play nine holes of golf," says Rachel Davies, Director of Sales for Williams. "Gophers are popping up on the playfield, balls are launching through the air at golf carts, car windows are shattering. It's a very entertaining game."

The gameplay concentrates around nine holes of golf. To play a hole, players shoot a 'Drive', then complete the hole by hitting the lit 'putt-out' shot. Strategy is brought into play as an innovative new 'spinning whirlwind' in the centre of the

playfield provides an additional award when the player succeeds in putting out. Skilled players will spin the wheel until it points to the award they need before putting out.

The game also introduces another innovative new playfield toy, the 'Slam Ramp' feature. At the beginning of each ball, the Slam Ramp mechanism lowers onto the playfield and challenges the player to hit it and players can either Hit the Cart, Award Yardage or hit a valuable Hole in One.

The two gophers - Buzz, who is smart and Bud, who is dim - provide a running dialogue throughout the game, popping up on the playfield as targets. By shooting at Buzz and Bud, players attempt to activate the multi-ball feature. "The dialogue between the gophers is hilarious," says Davies. "Being insulted by a gopher really makes you want to get even!"

TIME OUT

GREAT PICS FOR '98



First shown in prototype form at October's London Preview, Kick It is a brilliant new virtual football game from Cromptons. Fortunately, at that show, the boy's booth was a mere Macmanaman drop of the shoulder from our own, so we were able to spend large sections of the two days rushing from the bench to ruin our loafers. I am a lifelong Liverpool supporter, so I know classy football when I see it, or at least I remember it fondly. Kick It is certainly a class act. The game is 'real' and that, quite simple, is what makes it so brilliant. You pick your spot, strike the ball and when it leaves your book, it continues its trajectory on-screen, 'virtually', hopefully towards the goal where it is either saved by the goalkeeper or, as into the back of the net (I wish).

TIME OUT

PC-based, the Kick It gameplay features various difficulty levels, numerous shooting positions and, very realistically, a team of goalkeepers ranging in ability from Alan Rough (Scottish) to David Seaman (English), although to be fair, that's strictly a personal definition! The graphics are both sharp and believable and complete a package that adds up to continuous excitement and a totally compulsive challenge to 'boys' of all ages, abilities and football-playing nationalities.

Although very new, revenues are reported to be the highest amongst today's dedicated videos and, to be honest, this is a claim I can well believe. It's a good job we weren't paying to play in London, we'd have spent all our money and had none left for new shoes!

This summer's World Cup

Finals in France will focus unprecedented media attention on everyone's favourite sport. In fact, I have no doubt that all around the continent, unity will be enforced as thousands of Euro-folks rush from their television screens to their nearest Kick It site to replay the moment when Gazza bent his 89th minute free kick around the Brazilian wall to bring the Cup home to England! Fantasy! That's what makes it such a great game ... and football isn't bad either!

Courtesy
Eurosport



TURTLE MERCHANDISER



Specifications:

Height 1500mm
Width 1700mm
Length 1900mm
Weight
Packed 150kg

THE WORLD'S MOST ADVANCED MERCHANDISER

FEATURES:

- Revolutionary mechanism. No more clumsy arms.
- Eye catching turtle theme with attractive mouldings and artwork.
- Capable raises and lowers, making prize loading & arranging simple.
- Bright & colourful neons to really grab attention, combined with internal lighting to make prizes glitter.
- Adjustable table speed to tune pay-out.
- 3 Player to maximise your takings.

UNTHROTTLED POWER

SEGA

DAYTONA
SPECIAL EDITION
USA

DAYTONA
TWIN 2ND HAND

\$27,500

DAYTONA
DELUX UNIT 2ND
HAND

\$26,000

DAYTONA
SINGLE UNIT
NEW

\$16,000

NEW GAME DEVELOPMENTS

Golden Tee Golf

Six new courses are in production for the Golden Tee Golf video game, manufactured by US-based Incredible Technologies. The courses, three for regular play and three reserved for tournaments, will sport a new look and new challenges.

Golden Tee '98 is to be offered to

operators of tournament games as an EPROM update two months before release to regular Golden Tee games. The update set consists of new code, graphics and security chips, as well as a new sign alerting players of changes made. The first national tournament on the new courses is scheduled for April 1998.

Thundercam From Holoplex



Thundercam from Holoplex launched this year at AMOA, uses video camera and gesture recognition software to tune a player's physical moves into action on the screen. The system was shown at AMOA with Tekken 3 as the fighting game, but future developments could see the technology used with virtually any kind of button or joystick-controlled game. Meanwhile, a number of well-known video game manufacturers are already talking to company about various kinds of partnership deals.

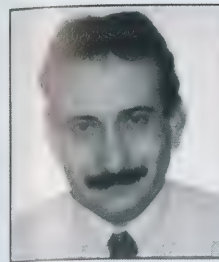
In many ways this type of immersive product is a novelty, both to FEC operators and to the general public, but development work has actually been going on in the industry for some time. Even ten years ago, rival The Vivid Group (TVG) patented gesture recognition for its Turbo Kourier system. Back then it provided silhouettes of the player and the game was installed mainly in attractions such as museums.

Now it has a whole host of products such as Net Minder, ShutOut and

Shark Bait, all one-player pieces. IAAPA saw the official launch of Jet Surfer and Grav Ball. Further products are being tested, including the Formula 1 style game Big Head Racer and the 6 player Vivid Virtual Theatre, for which a snowboard game is currently sited in New Zealand, using three as opposed to one video camera.

"We believe this is definitely the way the market for centrepiece items is moving," explains TVG president and chief operating officer Vincent John Vincent. "It is not just because people want more technological products, it is the nature of the game itself.

"People see the adverts for things like Sega where they are told they can be part of the action. This technology means they can actually be Mario. Whatever the experience, people like to feel that it really is them in control, and at the end of the day people are very vain. They love seeing themselves on camera. This really is total immersion."



Machine down time is the natural enemy of every amusement machine operator. Machines can only earn money if they are working. Minimising down time depends mainly on a sound knowledge of and your ability to use all available resources. Far too many machines are put out of order for days, weeks and even months, often justifiable reasons such as waiting on a spare part ordered from overseas. The loss of earnings as a result of these prolonged periods of down time add up to a considerable sum and this is too often not fully realised.

A question you may ask is "can this be avoided and how?" The answer is yes, in many cases it can be avoided and the following information shows you how...

The five rings of the diagram show a progression from point "A" on the first ring where you have discovered for the first time that your machine has a problem, to point "C" where the defective part of the machine is repaired. The axis represents the problem and the diameter of each of the rings represents how far you have to go until the problem is resolved. Imagine your troubleshooting as a walk on the edge of the rings.

ARCADE GAMES FROM THE INSIDE OUT

Why is Technical Training Important?

The time you spend on each of the rings and whether or not you will be able to cross to the next ring is determined by your troubleshooting skills and your knowledge of the machine.

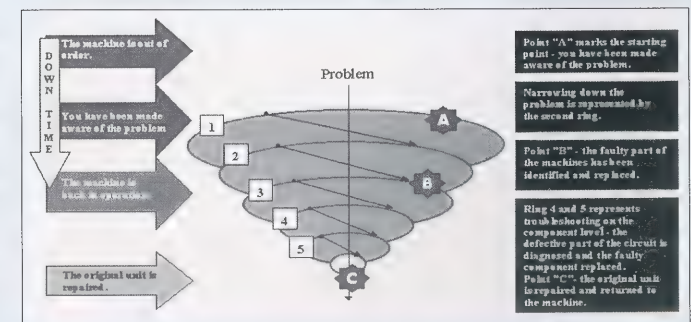
Let's take the practical example of a Sega Rally Twin cabinet where one side of the machine is not working at all.

Say, you have successfully identified a faulty game board and have sent it away for repair. You are unfortunately advised that a custom IC from overseas has to be ordered. It seems that the machine is likely to stay out of order for a few weeks.

However, you realise that your Virtua Fighter 2 machine uses the same game board. You know that you can resolve your problem by using this board in your Sega Rally which would also mean you are operating the higher earning machine. All you have to do is swap around the ROM board (the software) and your Sega

Rally is back in action. Referring to the above diagram, you have arrived at point "B" and as a result of your knowledge, you don't have to proceed through this point where thorough technical knowledge would be required. Your machine knowledge has allowed you to utilise your own resources and thus considerably minimise the loss of income. Countless examples of how your knowledge benefits you in an economic sense can be mentioned. So, if sometimes you feel as if you're going around in circles, your machine is out of order and you cannot proceed to the next ring - I can offer you help.

There are two different intensive technical training courses (one on video games and the other on pinball machines), which have been designed to provide exactly this kind of help. The benefits of the courses will be far outweigh the cost and the two days of your valuable time.



TWISTER

You'll Be Blown Away!!

You'll never enjoy watching money roll away from you more than when you're playing Lazer-Tron's newest prize redemption game Twister. Based on a very simple concept, this compact (32.5" w x 37.5" d x 45" t) game is mesmerising. Game play consists of aiming a coin shooter at the first of 7 targets; the more targets hit by the rolling coin, the more points! Simple. The targets spell TWISTER and if they are hit in the correct order to spell

the word a BONUS progressive Jackpot is awarded - not so easy but possible.

Claimed to be ... the slowest playing big money game in the industry by its makers, a coin will often stay in play for over 20 seconds. The Twister theme coming from watching your coins go round and round and round and down the funnel shaped playfield. Matt Kelly, VP Marketing at Lazer-Tron says "Young children as well as adults love the play appeal of this unique game." Seems like that's no exaggeration



as Twister turns out to be the highest-earning game tested by Lazer-Tron.

Featuring a completely adjustable payout percentage, progressive jackpot and 1 year warranty Twister offers more reasons for the game playing public to give it a whirl!

AMUSEMENT PARLOUR CRACKDOWN

The State Government is considering new laws to allow police to shut down amusement parlours where illicit drugs are traded, as part of a crackdown on drugs and violence in the city.

In another move, police and the Melbourne City Council will meet the owners and managers of city amusement parlours in an attempt to strike an accord to improve the safety of Russell Street.

This follows an explosion of drug dealings in and around amusement parlours, particularly in Russell Street - dubbed Melbourne's worst street by Lord Mayor, Cr Ivan Deveson, recently.

"At the moment we have no

power to look at operators - this could well give us a proper weapon to use," he said.

A State Government spokesman confirmed that extending a section of the Summary Offences Act to apply to amusement parlours was one of several options being examined. "It will be next year if there are any changes to be made. Amending the Summary Offences Act is one of those changes. It could be six to nine months away," he said.

A regional support unit operating within the central business district had made an average of 27 drug related arrests each month this year, of which 105 were for

trafficking heroin.

Most of those arrests were around amusement parlours in Russell Street and Bourke Street.

But it appeared the success of the operation had driven some of the drug trade back into the suburbs, particularly into Footscray and Collingwood.

"We are not saying the pinball parlour operators are involved - it's their premises which are being used. Some of them are trying to do the right thing," Mr Hart said.

"If you close all pinball parlours, does that mean the drug problem goes away? I don't think so. It may well displace it."

Some Small Business Pointers...

So what do we suggest if you are a small business that does not have the time, expertise or money to market properly?

TIME FOR MARKETING

...

Make a commitment to allocate some time for marketing. The fact is that you will need to devote some of your time to developing your marketing skills. The easiest way to start is too simple say "Right, I'm going to do it" and then allocate a conservatively small time period for the task. For example, decide to spend Monday nights from 7.00pm to 8.00pm working on marketing. Switch off the television, which is doing nothing to increase your turnover, and treat this time as an enjoyable, relaxed look at marketing possibilities for your business. Don't make a chore out of it.

SIMPLE THINGS FIRST ...

As a matter of course, you should be trying all the marketing tactics that cost very little if anything for a start, and then only gradually do you move into expensive advertising if you really have to. Do the simple things first, like organising to send every customer who has paid their bill a thank you note, or getting someone to ring them up to see if everything is to their satisfaction. Decide to get out and visit either key existing customers or new customers one per week. In the manufacturing business, it's often your own personal selling that gets the job. Work out which day of the week you are either the least busy and find yourself wasting time. This is the time you visit: say every Tuesday

morning you are out on the road (don't even bother going to work first, as you'll only get distracted).

YOU CAN IMPROVE YOUR SKILLS ...

You don't necessarily need marketing flair or expertise, so you shouldn't hide behind the "I'm not really the marketing type" excuse. Much of marketing is just applied common sense, but you can also improve your skills through attending short evening courses at your local Polytechnic, Chamber of Commerce, College of Education or SBECNZ (Small Business Enterprise Centres of New Zealand) on marketing a small business. These courses are practical and should give you some hands-on experience, plus the ability to bounce your ideas off someone else. Likewise, joining the local Chamber of Commerce will give you access to business advisers to help you out. Also contact the local Business Grow and get their ideas on how you could market your business better.

In summary, first use the free help available before you start spending money on consultants. Article from "Marketing for Small Business in New Zealand," Enterprise Publications.



CHAARTS

A • U • S • T • R • A • L • I • A

DEDICATED GAMES

1. Namco FINAL FURLONG
2. Namco MOTORCROSS GO
3. Midway OFF ROAD CHALLENGE
4. Midway MORTAL KOMBAT 4
5. Sega DAYTONA
6. Atari SAN FRANCISCO RUSH
7. Sega VIRTUA COP 2 DX
8. Namco ALPINE RACER II
9. Midway CRUIS'N THE WORLD
10. Sega RALLY CHAMPIONSHIP

CONVERSION GAMES

1. Atari SAN FRANCISCO RUSH THE ROCK
2. Sega VIRTUA STRIKER 2
3. Midway BLITZ
4. Namco TEKKEN 3
5. Neo Geo KING OF FIGHTERS '97
6. Namco POINT BLANK
7. Capcom X-MEN VS SF
8. ICE POLICE TRAINER
9. Midway RAMPAGE WORLD TOUR
10. Wintech RED HAWK

PINBALLS

1. Williams MEDIEVAL MADNESS
2. Bally CIRQUS VOLTAIRE
3. Bally NBA FASTBREAK
4. Bally SCARED STIFF
5. Williams JUNKYARD
6. Williams ARABIAN NIGHTS
7. Bally ATTACK FROM MARS
8. Williams JOHNNY MNEMONIC
9. Bally THEATRE OF MAGIC
10. Bally NO FEAR

PRIZE REDEMPTION

1. Taito SOLOTTOL
2. Design Plus Industries PRO STRIKER
3. LAI TURTLE MERCHANDISER
4. LAI MOUSE ATTACK
5. Jaleco SPIDER STOMPIN' DX
6. Fun House TICKET TAC TOE
7. LAI TICKEE TICKATS
8. LAI STADIUM BASKETBALL
9. ICE CYCLONE
10. LAI STREET BASKETBALL

U • N • I • T • E • D • S • T • A • T • E • S

DEDICATED GAMES

1. Sega HOUSE OF THE DEAD
2. Incre. Tech TOURNAMENT 3D GOLF
3. Atari MAXIMUM FORCE
4. Sega GUN BLADE NY
5. Midway MORTAL KOMBAT 4
6. Namco TIME CRISIS
7. Sega VIRTUA COP 2
8. Dynamo SOLITAIRE CHALLENGE
9. Sega VIRTUAL ON
10. Sega VIRTUA FIGHTER 3

CONVERSION GAMES

1. Midway NFL BLITZ
2. Namco TEKKEN 3
3. Incred. Tech GOLDEN TEE '97
4. Incred. Tech GOLDEN TEE 3D GOLF
5. Atari AREA 51
6. P&P POLICE TRAINER
7. Capcom MARVEL SUPERHEROES VS SF
8. Namco POINT BLANK
9. Worldwide STRIKERS 1945 PART 2
10. Dynamo TOURNAMENT SOLITAIRE

PINBALLS

1. Williams MEDIEVAL MADNESS
2. Bally ATTACK FROM MARS
3. Bally THE ADDAMS FAMILY
4. Bally SCARED STIFF
5. Bally THEATRE OF MAGIC
6. Sega INDEPENDENCE DAY
7. Bally CIRQUS VOLTAIRE
8. Williams JUNK YARD
9. Sega THE LOST WORLD
10. Williams STAR TREK TNG

PRIZE REDEMPTION

1. ICE CYCLONE
2. Smart SMART TOSS EM
3. Rainbow RAINBOW
4. ICE CYCLONE JR.
5. Benchmark BIG HAUL
6. 5 Star SURFIN' SAFARI
7. Planet Earth DINOSCORE
8. Seidel SMOKIN' TOKEN
9. Bromely WHEEL 'M IN
10. Planet Earth TREASURE FALLS

N • E • W • Z • E • A • L • A • N • D

DEDICATED GAMES

1. Atari SAN FRANCISCO RUSH THE ROCK
2. Midway OFF ROAD CHALLENGE
3. Namco TOKYO WARS 50"
4. Atari SAN FRANCISCO RUSH
5. Sega DAYTONA
6. Sega VIRTUA COP 2
7. Midway CRUIS'N WORLD
8. Sega SEGA RALLY
9. Namco ALPINE RACER
10. Sega MANX TT

CONVERSION GAMES

1. Namco TEKKEN 3
2. Namco TIME CRISIS
3. Capcom SF VS X-MEN
4. Capcom SF3 - 2ND IMPACT
5. Incred. GOLDEN TEE GOLF '97
6. Capcom SF VS MARVEL SUPERHEROES
7. ICE POLICE TRAINER
8. Capcom SUPER GEM FIGHTERS
9. Neo Geo LAST BLADE
10. Neo Geo KING OF FIGHTERS '97

PINBALLS

1. Williams MEDIEVAL MADNESS
2. Williams CIRQUS VOLTAIRE
3. Williams NO GOOD GOFERS
4. Williams ARABIAN NIGHTS
5. Williams NBA FASTBREAK



J • DEDICATED GAMES

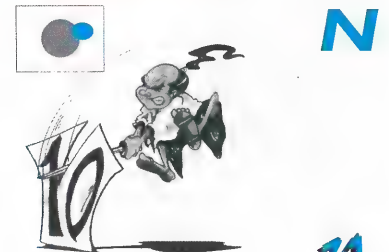
1. Namco FINAL FURLONG
2. Sega HOUSE OF THE DEAD
3. Sega LE MANS 24
4. Taito GO BY TRAIN
5. Sega THE LOST WORLD

A • CONVERSION GAMES

1. Taito MUSIC QUIZ
2. Sega VIRTUA STRIKER 2
3. Capcom SF 3 - 2ND IMPACT
4. Namco TEKKEN 3
5. Sega WINTER HEAT

PINBALLS

1. Sega BATMAN FOREVER
2. Midway NBA FASTBREAK
3. Midway ADDAMS FAMILY
4. Data East JURASSIC PARK
5. Capcom PINBALL MAGIC



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Unique "Strength" and "Attack" modes enhance the competitive play. The "D" button repels intense attacks and creates an ideal chance to deliver real damage to your opponent. The challenge of reading your opponent's moves will increase the excitement of competition.

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*Game screens and specifications are subject to change without prior notice for product improvement.

33

CUSTOMER SERVICE

How many times have you been into a retail outlet only to be ignored while staff members gossip amongst themselves, grudgingly serve you or just irritate you so badly that you end up leaving the store without purchasing a thing?

As the new millenium approaches you will see this less and less as companies recognise the impact that poor customer service is having on their market share. Companies which are addressing the issue now and are implementing staff training on customer service will reap the rewards, not only monetarily but also in terms of building staff loyalty and performance.

It is proven that once an investment is made in training staff they generally tend to feel more valued and consequently enhance their on the job performance. This is great news for the customer and even better news for the business concerned.

Statistics show that in 1994 the average staff training budget in an organisation was 3.4% of

total payroll - not a huge investment considering the returns.

Are you staff good customer service providers? Could improvements be made? If the answer is yes, now is the time to take some action. If not for the sake of your business, for the sake of your customers.



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CALL TOLL FREE 0800 TIMEOUT (846 3688)

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LOWER N/I
Mike Cook
Mobile 021 500-065

SOUTH ISLAND
Garth Ennor
Ph 03 338-1411
Mobile 025 221-8694
Fax 03 338-3141

TIME OUT



GUN MAINTENANCE

Guns get a hammering from the public so we need to use every trick to keep them running.

OLDER FIXED GUNS

Terminator, Thunderbolt etc... These are generally reliable and low maintenance so when you're working on them check the following: check all screws (standard practice); locate mainframe screws; common wiring breaks are at the pots, where the flexible wire meets the stiff joint of the pot tabs.

Golden Rule: One wire strand broken, redo the joint, copper work hardens and chances are the other strands are close to breaking.

As with all machinery I try to build up spares to save return trips, trigger switches, wiring, commonly faulty parts.

Lethal Enforcer/Magnum 44 Pink/Blue Grey... These guns have seen a few miles by now and best results need to be obtained. If the game is on a hard floor try to get a matt or carpet to protect the guns

when dropped.

The steel cable tends to break next to the gun after peeling the broken section off and inserting back into the spindle, remember to shorten the chain. Look down the barrel to check the LED is central.

I have rewired all guns back to the game board eliminating the connector at the opto board and midway along the cable. Thoroughly paint the inside of the barrel black, check the opto board for dry joints and support the inductor, transistor and LED with silicone. Clean the spindle wipers and lands with a clean cotton cloth and lubricate with CRC or similar applied sparingly with a cottonbud.

The standard antitamper screws come loose and as it pays not to do them up too tight its a good idea to replace with standard nylocs and 3mm posidrive screws, sizes 10, 15, 20mm long.



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TIME OUT



GUN MAINTENANCE

RECOILING TIME CRISIS & POINT BLANK GUNS...

Regularly check for loose screws. The lens gets dusty from the inside so when the gun is dismantled clean everything thoroughly. The recoil slider fork sometimes break when welded, check there is clearance for the circlip, you may have to grind back the inside of the right angle. Make up your own chain to supple the metal cable.

BLACK ALLOY MAD DOG GUNS...

Mercury switch needs protecting (heat shrink) and set at a shallow angle for easy reloading.

ORANGE SHOOTOUT AT OLD TUCSON 45 GUN...

The trigger switch is the weakest point have some spare. The internal



wires are small, you'll need your eyeglass to check for broken strands.

MAXIMUM FORCE...

The wires are vulnerable where they exit the cable at console/panel. Regularly check and tape up if nay wear present. Draw your own wiring diagram, the book is not red & blue small black style auto same as LE... Have seen 2 board designs. The rearmost screw/nut casting area is weak, liable to breakage and the sensor board screws easily come loose.

Either add a second cable tie or a touch at silicone around the wires as they exit the tubing to prevent stressing the wires at the connector/sensor board.

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1x Macross	\$300
1x Marvel Super Heroes (B)	\$700
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1x Mortal Kombat 2 Ultimate	\$700
2x NBA Jam Tournament	\$00
1x Raiden 2	\$1,600
4x Street Fighter CE	\$200
5x Street Fighter Hyper Fight	\$200
5x Street Fighter Super Turbo (B)	\$200
1x Street Fighter Two	\$200
1x Street Fighter The Movie	\$900
1x Street Fighter Alpha 1 (B)	\$900
1x Tekken 1	\$800
1x Tekken 2	\$1,700
1x Toshinden	\$900
1x Virtua Fighter 2 PCB	\$2,000
1x War Gods	\$2,000
1x X-Men (B)	\$800

CABINET FOR SALE

Red Uprights 26" video game cabinets, electronic coin mechs in excellent condition	\$2,000
Red Lowboys 26" video game cabinets, NRI coin mechs in exc. cond.	\$1,800

PINBALLS FOR SALE

Junkyard	\$7,000
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DEDICATED FOR SALE

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Cyber Cycles 50" twin x2 link	\$48,000
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Killer Instinct 2 25" dedicated	\$4,600
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Lethal Enforcer Kit	\$800
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NBA Jam Tournament (Grey 26"	\$3,500
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high security door	\$11,500
Virtua Fighter 2 complete	\$3,500
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FOR SALE

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Neo Geo World Heroes 2 cartridge	\$40
Neo Geo Single Slot Mortherboard	\$400
Street Fighter Alpha 1 (B)	\$350
Super Street Fighter	\$150
Cyclone	\$950
White Water	\$1,700
PH LEON 09 297 7657 OR 09 297 7863	

FOR SALE

10x 20" Hong Kong (Grey) Cabinets c/w mechanical coin acceptors - all in working condition	
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10 off price	each \$300
PH JOHN 09 299 9899	

FOR SALE

1x Neo Geo 2 Slot PCB Kit	\$750
Neo Geo Aero Fighters 2 cartridge	\$250
Neo Geo Goal Goal Goal cartridge	\$250
Neo Geo Metal Slug cartridge	\$550

CLASSIFIEDS

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Neo Geo Turf Masters cartridge	\$350
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PCBS FOR SALE

Aliens v Predator (B)	\$300
Arabian Magic	\$300
Captain America	\$300
Dark Stalkers (B)	\$150
Dungeons & Dragons (B)	\$300
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Grand Striker	\$400
High Impact	\$250
Major Title	\$300
Major Title 2	\$400
Mortal Kombat	\$250
Mortal Kombat 2	\$600
Mortal Kombat 3	\$950
NBA Jam	\$300
Pig Out	\$200
Rampart	\$200
Relief Pitcher	\$300
SF2 Hyper	\$550
Shogun Warriors	\$200
Soul Edge 2	\$1,350
Spiderman	\$200
Star Gladiator Capcom	\$1,450
Street Fighter 2 Turbo (B)	\$100
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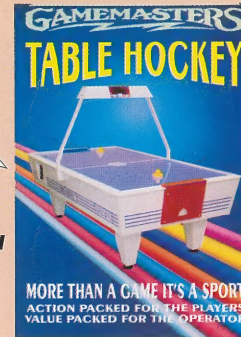
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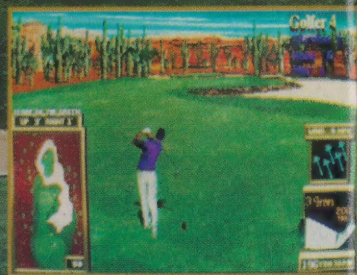
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